

The Daily GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. XI. No. 9.

MINNEAPOLIS, MINN., OCTOBER 8, 1903.

IF PAID IN ADVANCE
ONE DOLLAR PER YEAR.



Ex-President Warren T. McCray, of Kentland, Ind., who will deliver an address on Public Supervision of Weights.

THE DAILY GRAIN DEALERS JOURNAL

Published during this meeting, is free to regular subscribers. Others can get it by subscribing for the semi-monthly Grain Dealers Journal, which is published on the 10th and 25th of each month for \$1 per year. You can not afford to try to do a grain business without it. Subscribe today.

GRAIN DEALERS JOURNAL, 255 La Salle St., Chicago, Ill.

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FORT WORTH

J. Rosenbaum Grain Co.

(INCORPORATED)

GRAIN MERCHANTS

CHICAGO

KANSAS CITY

MEMPHIS

W. H. MERRITT & CO.
Grain Buyers & Shippers
 CORRESPONDENCE SOLICITED.
 87 Board of Trade, CHICAGO, ILL.



Program National Meeting.

THURSDAY MORNING 9 A. M.
 Report of Resolutions Committee.
 Public Supervision of Weights.....
Warren T. McCray,
 Ex-Pres. G. D. N. A., Kentland, Ind.
 Report of Arbitration Committee....
Capt.
 I. P. Rumsey, Chairman, Chicago
 Grain Car Equipment and the Relation
 of the Railroads to the Grain
 Trade.....F. A. Delano,
 Gen. Mgr. C. B. & Q. R. R., Chicago
 Adjourn 12 M.

THURSDAY AFTERNOON 1 P. M.
 Meeting of New Board of Directors at
 President's Room, West Hotel.
 All Grain Inspection Departments
 Shud be Conducted upon Civil
 Service Principles
Chas. England, Baltimore
 Report of Committee on Amendments
 to Constitution and By-Laws.
 Is the Relation of the Country Elevator
 Man to the Terminal Receiver what it Shud be?.....
C. B. Jenkins,
 Pres. of the Ohio Asso., Marion, O.
 Adjourn.

C. E. GRAY

H. S. WILLIAMS

GRAY & WILLIAMS

Grain Commission

SUITE 58 BOARD OF TRADE

CHICAGO

Members
 Chicago Board of Trade
 St. Louis Merchants Exchange

We are here and want to meet YOU.

H. HEMMELGARN

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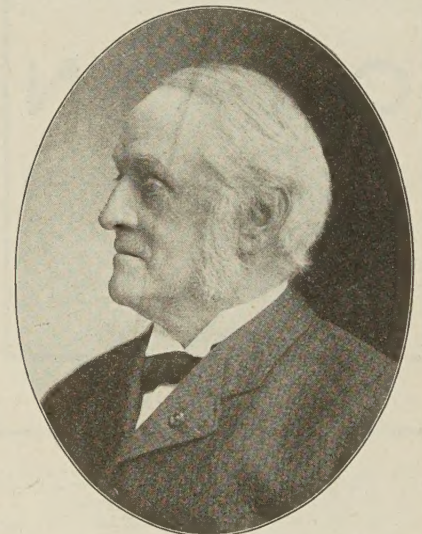
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H. Hemmelgarn & Co.

Commission Merchants

Consignments and Orders in Futures Solicited

Rooms 315-16-17-18 Rialto Building
 CHICAGO



Capt. I. P. Rumsey, Chicago.
 Chairman, Arbitration Committee.

E. W. BAILEY & CO.
COMMISSION MERCHANTS

GRAIN, SEEDS and PROVISIONS

72 BOARD OF TRADE
 CHICAGO

We are represented at this meeting by our Mr. A. E. Wood, who would be pleased to meet
 all regular grain dealers.

C. A. BURKS
Grain & Elevator Broker
DECATUR, ILL.

I have sold more elevators than all other
 brokers in this state combined during
 last few months. : : : Write me.
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OUR WORST HABIT

FAITHFULNESS TO OUR CUSTOMERS

Van Ness & Wilson

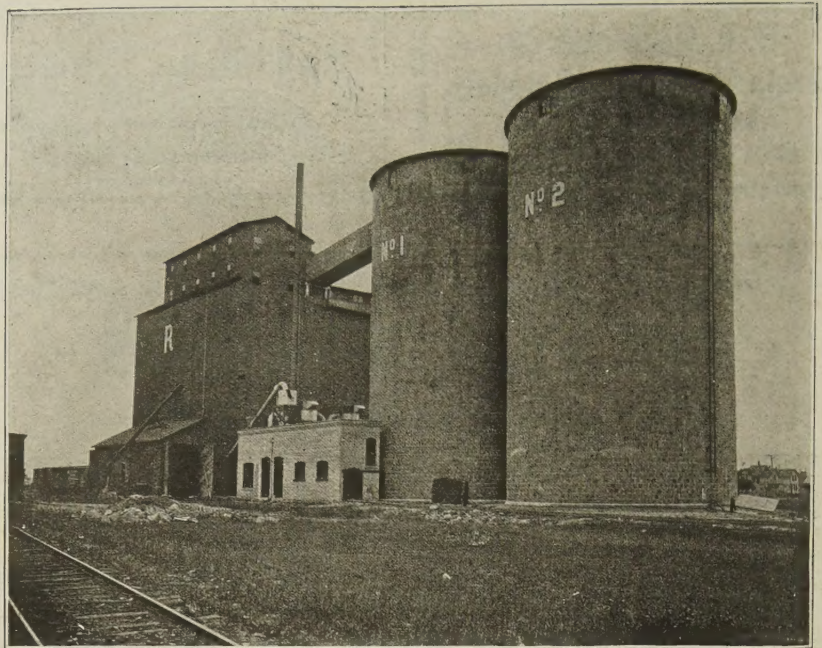
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Receiver
and Shipper
Sam Finney
Commission Merchant,
425 & 426 Rialto Bldg.
**CHICAGO,
ILL.**

My Personal
attention given
consignments

Your orders
for cash and
futures solicited



125,000 bushel Tile Tanks, adjoining Victoria Elevator, Minneapolis.

Armour Grain Co.

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New York Produce Exchange.
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Daily Consumption 65,000 Bushels.

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O. E. Williams.

Minneapolis.
Milwaukee.

R. W. Carder.
L. B. DeForest.

W. A. FRASER CO.

Grain Commission.

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delivery solicited.

Correspondence Invited.

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General Offices: The Rookery, CHICAGO.

Chicago, Ill. FACTORIES: Rockford, Ill.
Peoria, Ill. Marshalltown, Ia. Davenport, Ia.

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Consumption 100,000 Bushels Daily.

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1852—1902

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E. F. LELAND
C. W. LEE
F. J. FAHEY

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200-210 Rialto Building,
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For GRAIN, PROVISIONS,
STOCKS AND
COTTON.

YOUR INTERESTS ARE OUR INTERESTS.

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*Timothy,
Hungarian, Millets, Red Top, Blue
Grass, Orchard Grass, Lawn Grass,*

CLOVERS

*Red, Mammoth,
Alsike, Alfalfa, White, Crimson, Yellow*

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BEANS, PEAS,

BUCK-WHEAT, ENSILAGE CORN,
POP-CORN, BIRD SEED,

GRAIN BAGS, ETC., ETC.

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JAMES BARRELL
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Monadnock Block, S. W. Cor. Jackson and Dearborn Sts.

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GEO. H. PHILLIPS

Daily Market Letter

PUBLISHED IN

Chicago Evening Post
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(SUCCESSORS TO RUMSEY, LIGHTNER & CO.)

**COMMISSION MERCHANTS IN
GRAIN, PROVISIONS AND SEEDS
FOR CASH AND FUTURE DELIVERY,**

Consignments a Specialty.

Hay and Mill Stuffs a Special Department.

Main Office: 97 Board of Trade**CHICAGO****BRANCH OFFICES: Minneapolis, Milwaukee, Peoria**

MAKE ALL DRAFTS ON MAIN OFFICE

Long experience, careful and prompt attention to all business intrusted to us, are our claims for your patronage.

Always prepared to make advances on property.

Write for my
"Grain Trade Talks"**Edward G. Heeman****70 Board of Trade,****Member Chicago Board of Trade.****CHICAGO****COMMISSION MERCHANT ONLY.**Doing no trading whatever on my own account, which enables
me to judge the market from an unbiased standpoint.All business transacted through
and confirmed by Hately Bros.{ Consignments of cash grain and orders in
futures have my personal attention.My "GRAIN TRADE TALKS" are published in full in the Chicago Evening Post
and Chicago Journal. We will send either paper free to customers.**E. W. WAGNER,**
Commission**Grain, Seeds**

AND

Provisions**99 Board of Trade****CHICAGO****Consignments, Speculative
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& Co.**
GRAIN & PROVISIONS.**54-55-56 BOARD OF TRADE****CHICAGO**Consignments and future orders intrus-
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Handlers of Hay, Grain and Seeds on consignments. Fill orders for future delivery and carry for cash.

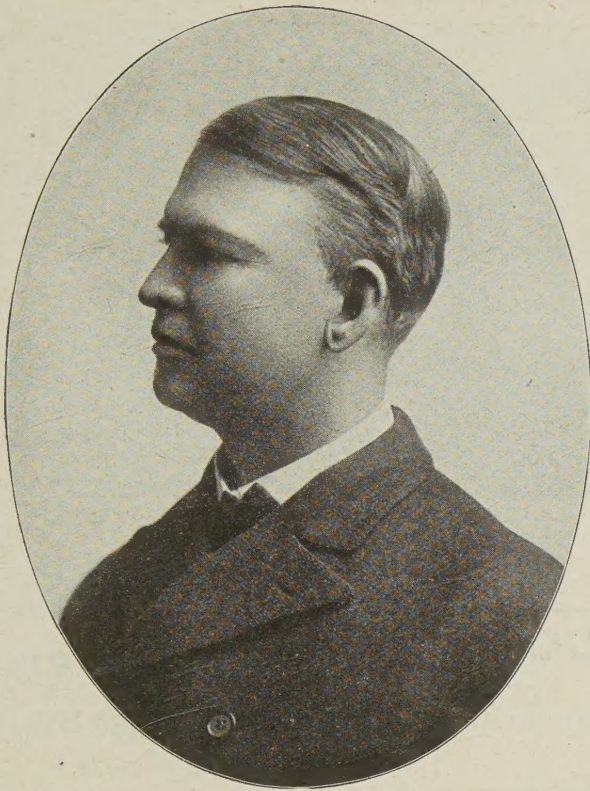
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Devoting their entire efforts to their customer's best interests. Examine our record for the past thirty years on the Chicago Board.

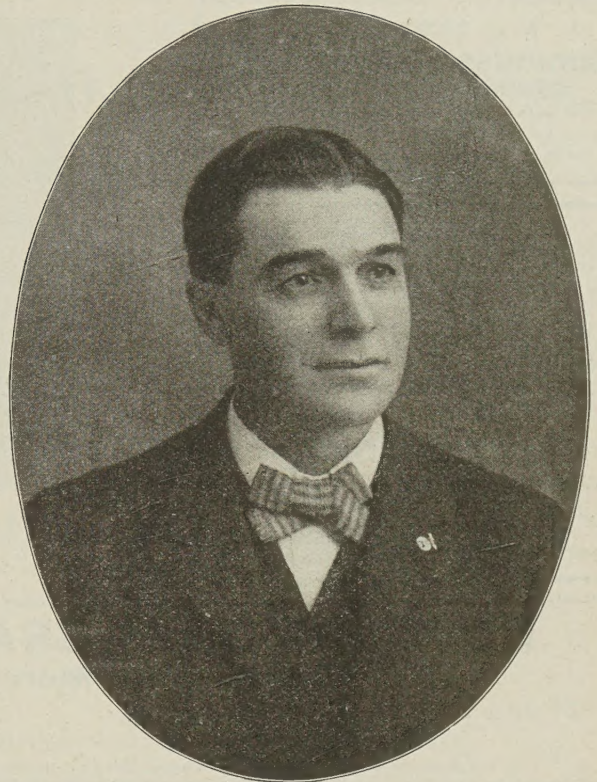
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Read our daily market letter. Sent free on request.

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Pres. Wisconsin Grain Shippers Association.



R. L. Metcalf, Lakota, N. D.,
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L. & N. Terminal Elevator.
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Nashville, Tenn.

YOUR business interests in Chicago can best be advanced by a firm which devotes all its time and energy to the interests of its customers, hence can do so without sacrificing its own interests. **H. D. WETMORE & CO.,** 512 Rialto Building, Chicago, is a purely commission firm.

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MERCHANTS
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Personal Attention Given to Selling
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BARLEY A SPECIALTY

Orders for Future Delivery Solicited
TRY US AND YOU WILL BE WELL PLEASED

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Minneapolis, 79 Chamber of Commerce

Chicago, 428-430 Rialto Building

Kansas City . St. Louis . Milwaukee

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Liberal Advances on Consignments. Orders in Futures Solicited.
Cash and Future Market Letter Mailed Free on Application.
Members Different Exchanges.

YOUR INTERESTS

in the
CHICAGO MARKET
will receive
most careful
attention if
placed with us.
Try it!

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Write for our Daily Market Letter.
Consignments and Correspondence Solicited.

A. L. SOMERS & CO.
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GRAIN AND FIELD SEEDS
 Orders for futures carefully executed.
 Rooms 602 603, No. 226 LaSalle St., Chicago, Ill.
 Write for samples to show Chicago values.

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 A. C. Davis, Vice-Pres. Jno. Gillies, Ass't Treas.
 C. H. Hulburd, Treas. O. T. Hulburd

Capital Stock \$250,000 Surplus \$50,000

Hulburd, Warren & Co.

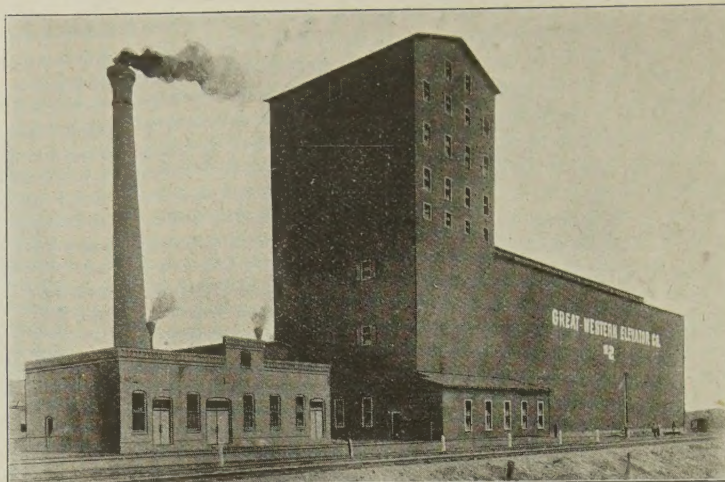
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COMMISSION MERCHANTS
CONSIGNMENTS SOLICITED.

Orders for spot and future delivery executed in
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A. C. Davis & Co., 211, 212 and 213 Board of
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Mr. H. F. Dousman will represent at Mpls.



Great Western Elevator Co.'s elevator No. 2, at Minneapolis.

BENTLEY-JONES GRAIN CO.

Grain Commission Merchants

73 and 74 Board of Trade, - - - CHICAGO.

Consignments and orders for future delivery solicited.

We Assure our Patrons First Class Service in Every Particular.

J. J. STREAM, Pres. and Treas.

WILLIS COUNSELMAN, Sec'y.

Chicago Grain & Elevator Co.,

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240 LA SALLE STREET, CHICAGO.

Operating Country Elevators on Rock Island Ry. in Iowa. Buyers and Sellers of
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OFFICES: Des Moines, Ia. Kansas City, Mo. Chicago Ill.

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 Oats, Bran, Middlings,
 Mixed Feed, Hominy
 Feed, Red Dog Flour, O.
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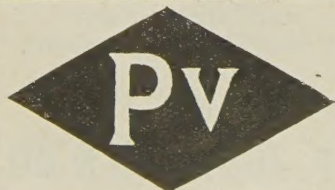
Commission Merchants, Grain Receivers and Shippers,

128-131 RIALTO BUILDING,

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Our market letter will be mailed on application. Let us hear from you
 whether you are trading or not.



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 Orders Executed in All Markets

MEMBERS:

Chicago Board of Trade, St. Louis Merchants Exchange, Minneapolis Chamber of Commerce,
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Office, 79 Board of Trade, Chicago.

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CRIGHTON & CO.

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GRAIN, SEEDS AND PROVISIONS

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Quote Yellow Ear Corn, Oats, Hay, Straw
and Millfeed.

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BRANCH HOUSES:

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William Commons · Frank W. Commons Howard W. Commons

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Grain Commission Merchants

MINNEAPOLIS AND DULUTH

Receivers and Shippers of Wheat,
Coarse Grains and Flaxseed. Or-
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CHICAGO CORRESPONDENTS:

ARMOUR GRAIN COMPANY

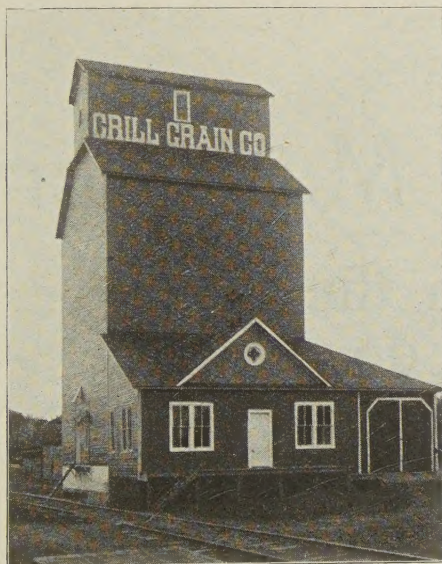
"Hello, Boys!"

We are in the market for
Barley and Rye. Don't
fail to write us as will
use large amount.

Buckley, Pursley & Co.

GRAIN DEALERS

Peoria, Ill.



The accompanying cut is from an elevator that we built for
L. N. Crill & Co., of Elk Point, S. D. This is one of a great number
that we build every year. We are also building flour mills and ter-
minal elevators. At the present time we are building in Iowa,
Minnesota, North Dakota, South Dakota, Wisconsin, Nebraska and
Illinois. This is as good an advertisement as we could wish for.
We take care of your business promptly. Yours truly,

Younglove & Boggess Co.

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DESIGNERS AND BUILDERS OF

Grain Elevators and Flour Mills

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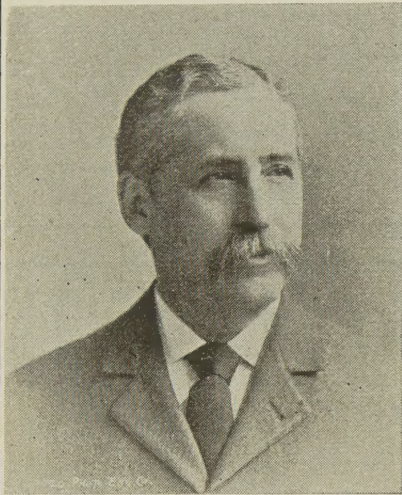
**H. L.
Halliday Milling Co.**

**Wheat
Corn
and
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CAIRO, ILL.

Elevator Capacity 500,000 Bushels

Chas. England & Co.
COMMISSION MERCHANTS
GRAIN, HAY, SEEDS
 32 South Holiday Street BALTIMORE, MD.



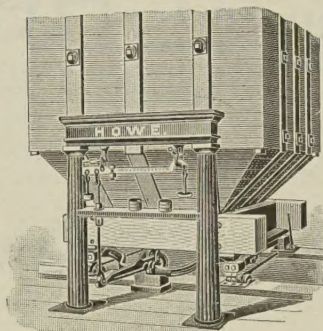
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E. L. ROGERS & CO.
 Commission Merchants.
 Grain, Feed, Hay, Straw, Etc.
 PHILADELPHIA, PA.

Are represented at the Annual Meeting of the Grain Dealers National Association by Mr. E. L. Rogers. He will be glad to meet you.

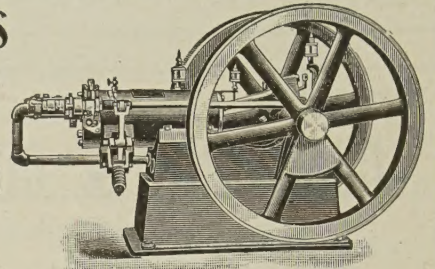
Barley F. E. WINANS, Timothy
 Oats GRAIN AND FIELD Clover
 Wheat SEEDS Flax
 Corn Commission Merchant Hun-
 Rye 6 SHERMAN ST. garian
 CHICAGO. Millet
 Timothy Seed a Specialty.

Established 1869.
GEO. H. SIDWELL & CO.
Commission Merchants.
 Grain, Seed, Hay, Provisions.
 Consignments and Orders for
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 Members Chicago Board of Trade.
 Members Chicago Stock Exchange.

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 ENGINE



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THE HOWE CO'S
 PRODUCTS ARE THE WORLD'S BEST.
 ASK BIDS ON
 GASOLINE ENGINES, HOPPER AND
 DUMP SCALES.

BORDEN & SELLECK CO. MINNEAPOLIS, MINN.
 321 So. THIRD STREET

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Monitor Cleaning Machinery

is satisfied both as to the quality
 and quantity of work done. The
 largest elevators in the world use

MONITORS

When figuring on Cleaning Machinery don't fail to
 thoroughly investigate the Monitor.

A. F. Shuler, Mngr.
 418 3rd St., South Minneapolis.

HUNTLEY MFG. CO.
 Silver Creek, N. Y.

GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,
CHICAGO, ILL.

CHARLES S. CLARK, Manager.

Subscription Rates

if paid in advance One Dollar per year; Sixty Cents for six months; if not paid in advance, \$1.50 per year. Single copies ten cents.

To Foreign Countries within the Postal Union, postage prepaid, \$2.00 per year in advance; to Chicago outside carrier limits, \$1.50.

Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

"Wanted" and "For Sale" advertisements under the head of Grain Dealers Exchange cost 15 cents per line, each insertion.

Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

MINNEAPOLIS, MINN., OCT. 8, 1903.

RAILROAD certificates must be signed at room 112, West hotel.

F. H. DAY was looking after the dust removing needs of the dealers.

PHILADELPHIA and Chicago badges are commanding a large premium.

A REWARD will be given for the return of my room to Hotel West.—H. C. Suttle.

W. T. EATON is at the Rogers with a model of the McLeod Automatic Grain Weigher.

BALTIMORE's delegation was out last night with a new badge—"Good-Bye Minnie—Baltimore."

THE Kansas Association sunflower badge has arrived as is evidenced by the coats of a favored few.

FOUND—Overcoat bearing name of H. H. Bingham, at Elks' Hall. Owner can have same by proving ownership.

HENRY RANG captured a party of lobsters last evening, and when last seen was going toward the river with an armful.

ONLY 200 railroad certificates had been turned in up to 1 o'clock yesterday. Do you expect to pay full fare or walk home.

THE Baltimore delegation sent Mrs. Grimes five dozen American beauty roses after the election of her husband to the presidency.

BUFFALO delegates are well pleased at the sentiment expressed in favor of the convention of 1904 being held at the Bison City.

LARGE, well filled ears of Indiana corn which were planted June 1, 1903, and picked Sept. 29, were exhibited at the hall yesterday morning.

MINNEAPOLIS has surely done herself proud and deserves the heartfelt thanks of all the visitors, regardless of wet or dry clothes.

MILWAUKEE is keeping open house at Parlor F, Nicollet Hotel. Music and that which made the Bright Spot famous are served.

MILWAUKEE is ambitious to be the attractive spot in 1904. The Milwaukee Chamber of Commerce has headquarters in parlor F, Nicollet hotel.

W. T. BAKER, ex-president of the Chicago Board of Trade, died suddenly Tuesday and the board adjourned yesterday at 12 o'clock out of respect to his memory.

C. D. JONES became so ill at the West that his friend Bray, of Memphis, moved him down to the Vendome, where he could better attend the needs of his fellow townsman.

J. W. RADFORD, Chief Inspector; W. J. Graham, Supervising Inspector, and J. R. Mentzer, State Weighmaster, are here representing the Kansas State Grain Inspection Department.

ANOTHER rainy day. The Minneapolis weather clerk has one more chance to show what he can do, but at an early hour this morning he was not disposed to turn on the sunshine today.

LOTTIE favored a FEW of her old time friends with a tender message for the sake of old times, but acknowledged that John Leonard had already been to see her. So none other called.

WM. GRINER, chief inspector at Indianapolis, will stay over night for a daylight ride to Chicago, stopping there on his way home. He confesses that the festivities have him pretty well "pecked out."

MARFIELD has a quarrel with the weather man for spoiling the visit of the dealers to the Minikahda Club's golf grounds. He had suggested to a party of friends that they bring their sticks. After going half way the party agreed that it was too wet, and returned, proving themselves to be anything but enthusiastic links trampers.

Meeting of Committee on Resolutions.

The Committee on Resolutions came to order soon after 6 o'clock last evening, in the Iowa headquarters, at the West Hotel. Chairman J. A. King, of Nevada, Ia., presided. Of the eight members, the following were present: Captain J. P. Rumsey, of Chicago; J. R. Marfield, of Minneapolis; Wallace Bell, Milwaukee; A. E. Reynolds, of Crawfordsville, Ind.; E. P. Bacon, of Milwaukee; John W. Snyder, of Baltimore.

Mr. Bell was chosen secretary of the committee and was assisted by Miss Paterson.

It was agreed to present resolutions recommending the appointment of a committee of seven, to take up with the railroads, the matter providing better cars for grain shipments.

A number of other proposed resolutions were received and considered, some of which failed of approval by a majority, while others will be taken up at the next session of the committee.

The committee adjourned at 7 o'clock to meet again at the Iowa headquarters this morning at 8:00 o'clock.

All Aboard for Chicago.

The Grain Dealers Special will leave the Union Depot, over the C. B. & Q. R. R., at 7 p. m. tonight, thus allowing all to get supper before starting.

Do not delay reserving your berth or you may have to climb aloft.

The train will arrive in Chicago at 7:35 Friday morning, in time for breakfast.

THE Chicago Board of Trade special will leave tonight at 7:30 from the Union Depot over the C. & N. W. R. R. Apply early for your berths.

The Chamber of Commerce Reception.

The Chamber of Commerce reception and promenade concert at the new home of Minneapolis dealers was a fitting climax to the well arranged and perfectly carried out plan of entertainment. The rain did not fall in torrents, so few were kept away by it.

All offices in the new and the old exchange buildings and the trading room were brilliantly illuminated for the occasion.

Many firms kept open house and served refreshments. Souvenir booklets, describing the Exchange building, were presented to every visitor.

The pit was boarded over and served admirably as a stage for the performers. The sample grain tables were moved back against the north wall of the large Exchange hall, which gave ample room to accommodate the throng of promenaders. The reception committee was active, and a check room was provided for wraps.

A string orchestra of 20 pieces in the east gallery, rendered favorite selections.

No grain trade function of recent years has brought out so many dealers attired in white vests and evening dress, and never before has a gathering of the association been favored with the presence of so many ladies.

Sociability reigned everywhere. Each entered into the spirit of the occasion and all thoroughly enjoyed it. The promenaders marching around the great hall, to the pleasing strains of the orchestra (the ladies attired in light gowns), presenting a pleasing spectacle never before witnessed at a grain trade gathering.

The buffet luncheon served in the smoking room throughout the evening, included olives, pickles, sandwiches, beer, coffee, cake and cigars.

The Arion Quartet, and Mr. Hanlon, the impersonator, who accompanied the Chicago delegation to Des Moines two years ago, presented several numbers which were heartily applauded.

Jackson Bros., who accompanied the Milwaukee delegation, won generous applause with songs and banjo favorites.

Later the orchestra confined its efforts to terpsichorean airs, and gentlemen so fortunate as to find partners, danced around the great hall.

When the guests dispersed each carried home with him a heart full of thanks to the Minneapolis dealers for an evening's enjoyment which was complete in every detail.

Wednesday Morning's Session.

Wednesday, October 7, 1903. Meeting called to order by the chairman at 9:35 a. m.

Chairman: It seems to me that Minneapolis has a great many outside attractions; it seems that way to me. I would not wonder, if it were 9, 10 or 11 o'clock at night. I would then think there was some excuse for this non-attendance. It is a little provoking to the chairman, when he knows we have so many members here in the city for them to be delaying this meeting the way they are. It is not right. I want to thank you gentlemen who are here, and I want to "cuss," if I could, the fellows who are not here; I feel that way and I don't say cuss words either.

Mr. Foering, the president of the Association of Chief Inspectors, desires me to state that they have a fine line of samples opposite the new Chamber of Commerce, and they are very desirous of having the members, and anyone else interested, call there and examine them. They have gone to a great deal of trouble and expense to get up this display and it surely should be appreciated. I think it will largely repay anyone, and it is no trouble to go and examine the samples.

If there is no business that the members desire to take up previous to the opening of the regular program, the order of business is mapped out. If there be any other matter to be taken up, we will be glad to entertain it. We must work expeditiously this morning, for we must adjourn anyway, not later than one o'clock. The first thing on the regular program is the report of the Committee on Nominations.

Mr. Sale: Mr. President, Officers and Members of the Grain Dealers' National Association:

To the Officers and Members of the Grain Dealers' National Association:

Gentlemen: Your committee on nominations beg leave to submit the following ticket for your consideration as a result of its deliberations:

For president, Mr. H. S. Grimes, of Ohio.

For first vice president, Mr. John W. Snyder, of Maryland.

For second vice president, Mr. L. Corbelyou, of Kansas.

For director at large, Captain I. P. Rumsey, of Chicago.

Board of Directors.

Ohio, C. B. Jenkins, Marion.
Iowa, Jay A. King, Nevada.
Illinois, H. E. Halliday, Cairo.
Indiana, A. E. Reynolds, Crawfordsville.

Kansas, F. P. Lint, Atchison.
Oklahoma, J. C. Robb, Kingfisher.
Wisconsin, Thomas Torrison, Manitowoc.

Michigan, C. E. Patterson, Battle Creek.
Southwest Iowa and Northwest Missouri, D. Hunter, Hamburg.
Texas, G. J. Gibbs, Clifton.
North Dakota,
Southern Minnesota and South Dakota,

Respectfully submitted,

JAS. W. SALE, Chairman.

The Chairman: You have heard the report of the nominating committee. What shall be done with it?

Mr. Culver: I move it be accepted and adopted.

Chairman: You have heard the motion. I think a better plan, perhaps, would be that the report be received, and then act upon the nomination of different officers, but you can do either way.

Mr. Culver: I think that is open for remarks.

Chairman: Yes.

Mr. Culver: The question has been put, and, if satisfactory to the convention, why not dispense with preliminaries?

Chairman: Gentlemen, the question is before you. Are you ready for it? Are there any further remarks?

Chairman: All favoring the motion say aye.

Motion carried.

Chairman: The report of the committee is accepted and adopted and carries with it the election of the officers named. I desire to express myself to this convention in a manner befitting the occasion. I feel that my election to the presidency of this organization is an honor indeed; one that I can hardly find words to express. This organization is the largest organization of business men in the United States, though I will admit that the representation here today surely does not verify my statement. Minneapolis is a long way for some of our members to come. The membership of this organization is scattered over the whole United States from New Orleans to New York; from Oklahoma, I might say, as far as the North Pole. We have members everywhere. The state organizations are affiliated with the national organization; the local organizations in the different states are affiliated with the state organizations. The combination of the entire body, as I stated, brings this organization up to a membership of about 3,000. Who would not feel proud to be called to preside over an organization of the character of this organization and the membership? I would be an ingrate if I did not express myself in the manner I have.

I will not take up the time of this convention, gentlemen, in stating what I will do as your presiding officer. I might make statements I would be unable to carry out, but I will say to you that for the past two or three months I have been acting in the capacity of the president of this organization, and, with the assistance of the secretary, have endeavored to do the work; but it is necessary for the members of the different committees that are appointed, as much as it is for any other officer—for you must understand that every member of a committee appointed here is an officer of this organization—to assist the president and vice-president and secretary. With their assistance there is no question whatever that we can carry out every object or aim of this convention. I can assure you, gentlemen, it will afford me more pleasure to endeavor to get this assistance and to assist those who will assist us than anything that could happen.

I thank you very kindly indeed, for the honor you have conferred upon me. (Great applause.)

Chairman: I would like to have Vice President Snyder come up. (Mr. Snyder comes to the platform and the president shakes hands with him.)

Chairman: Allow me to present to you, gentlemen, our newly elected first vice president, John W. Snyder, of Baltimore, Maryland. (Applause.)

Mr. Snyder: Mr. President and Gentlemen of the Convention: When notified at Peoria a year ago, of my selection for the position of director at large, I promised this association that I would work under the saddle, on the off side or wherever hitched. That promise holds good today. It will be my pleasure to advance the interests of this association whenever and wherever I can. I feel proud indeed of this promotion and I beg to thank you for it. Under the guidance of our able president, I repeat, it will be my pleasure to do anything and everything I can to further the interests of the association. Gentlemen, I thank you for the courtesy extended. (Applause.)

Chairman: I would be very much pleased to hear from Capt. I. P. Rumsey elected director at large. I wish to congratulate you, Capt. Rumsey, as director at large. If you will just step up here I know the gentlemen will be very much pleased.

Capt. Rumsey: Gentlemen, I did not want to come up here, but, having been a soldier, I learned to obey orders, and

as my commanding officer called me, I must come. I do not propose to shrink from any duties and it does not seem to me as though I had done much for this great organization. I have done so little that I cannot really see that I have done anything, and if any member of the association has done less, I pity him because he does not know what he has missed. A soldier must always be prepared for duty, and I was going to say I do not think much of a soldier that was not always on duty, but I will not say that, because they all have separate duties. The former honored gentleman said he would promise to work on any side. Well, sometimes it is a good thing to have an off ox, or a person considered always on the off side. I do not know whether he is that kind of a fellow or not. I do not like to work on the off side. Unless I see it necessary, of course, to be on the off side, I like to be on the near side. I have learned to ride on the near side, and as in commanding artillery, the officer always rides on the near side. I hope, gentlemen, whatever I do, I will work on the near side of our honored officers. (Applause.)

The Secretary: I would like to make an announcement in regard to railroad certificates. Every person holding a railroad certificate must deposit it at room 122, West hotel, in order to have it properly signed by the joint railroad agent there, ready to sign them today. It is necessary for you to turn in your certificates and call for them a little later in order to take advantage of the reduced rate in returning home.

Chairman: Yesterday I requested the presidents of the different state organizations that are here, to kindly come upon the platform. We have prepared chairs for them and I would be glad if they would accept the invitation. There are quite a number of them here.

Chairman: Following the regular order of the program, we will hear from the Department of Agriculture through Mr. C. S. Scofield on "Accurate Methods of Grain Grading." Ladies and gentlemen of the convention, I am sure it affords me great pleasure to be able to have a representative of the agricultural department of the United States with us, and I think the address with which he will favor you will be not only intelligent, but interesting. I take great pleasure in introducing to you Mr. Scofield. (Applause.)

Mr. Scofield: I would like to say in starting that, appreciating the value of your time, I have made this statement as short as possible. If there are any phases of the subject which you would like to have me enter into in detail, I would be pleased to do so after finishing the paper. (Reads paper.)

Accurate Methods of Grain Grading.

Before such an audience as this, I need take no time for the discussion of the importance or desirability of accurate and uniform grain grading. You appreciate your own needs in this direction and most of you know the difficulties in the way of such an attainment.

The work of the United States Department of Agriculture, which most nearly concerns you in this connection, has been of the nature of an investigation into the problems which confront a grain inspector. We have endeavored to become familiar with the situation. We have tried to look at it from an inspector's point of view.

Owing to the difference of administrative and other conditions under which the several grain inspection systems have developed, one finds considerable variety in methods of work and of results in these departments. The function of the grain inspector is to act as the arbiter—the judge who passes upon the quality and condition of the grain offered to fulfill contracts. To be successful in his work, the grain inspector needs to know the relative value of the samples under consideration. He needs to thoroughly know the grain and the uses

to which it is finally put. He needs to know the defects likely to be found in it and how serious they are to overcome, and further, he needs to know whether the grain is in condition to carry and store for the necessary time without deterioration. With all these things to determine for each lot of grain, with many lots to judge in this way, with the necessity of working rapidly, almost by intuition, it is apparent that the inspection of grain is no sinecure.

As the relation of the Department of Agriculture to grain inspection has been purely in the nature of a scientific investigation, with a view to discovering and promulgating the best methods of doing this important work, I shall devote my time here to outlining the plan and scope of these investigations.

When this work was first taken up by the Department in July, 1901, attention was chiefly confined to learning the causes of the deterioration of grain, chiefly corn, in storage and in transit and how this deterioration could be checked or prevented. This led naturally to the study of the quality and condition of commercial grain, especially of the lower grades, and as the result of such studies seemed likely to be of direct concern to grain inspectors, and indirectly to the entire grain trade, special emphasis has recently been put on grain inspection problems as such.

The work has taken this direction not only on account of the relative importance of the subject, but also because efficient remedies looking to the prevention of the enormous losses now suffered on account of the spoiling of grain in transit and storage must be had through the agency of the grain inspection departments. Grain inspection must become a more important feature of our grain trade if the system of contract selling so generally used in this country is to continue to flourish. Further than this, the development of our export trade in raw cereals depends more upon the efficiency of our grain inspection system than upon any other one item. We grow the grain in this country that Europe and Asia need, but unless we have a system of commerce which will deliver that grain to our foreign customer in usable condition we cannot hope to compete successfully with other large producing countries.

In order to comprehend to the fullest extent the real problems of grain inspection it was found desirable to follow the course of commercial grain from the primary elevator to the manufacturer or consumer. This is a large subject and a large country and the time we have had for the work has been limited, so that the preliminary study has been hasty and superficial. As yet we have learned little more than what the problems are and how and where best to study them. To carry this work to a successful conclusion we need the time and the means to study all the important kinds of grain commercially known in this country, the uses to which these grains are best adapted, the needs of the consumer or manufacturer of each sort, the nature of the essential qualities and the material defects in each, and how these can best be measured. Only such a comprehensive investigation can give us a thorough working knowledge of the subject.

By far the largest and most important part of this information we must get from the manufacturer. He is the one who best appreciates relative values. It is the manufacturer who makes the standard of excellence and it is his needs that must be supplied. Therefore, the discriminations that he makes are the real and important ones. In order, then, to get efficient working standards for grain inspection, to learn to know and to measure essential qualities and defects in commercial grain, we must go to the manufacturer and get our information first hand. If there is one general, sweeping criticism that can be made of our grain inspection systems at the present time, it is that they have not seriously enough considered the point of view of the manufacturer. It is certainly encouraging to note that recent tendencies seem to be in this direction.

It is not alone sufficient that a grain inspector know thoroughly the grain he handles, but for most satisfactory results he should know how he knows it and should be able to tell what he knows so that others may understand him. This is absolutely essential to the attainment of uniform grain grading throughout the country. To take a case in point, we have the rule for No. 2 Yellow Corn.

That rule frequently reads like this: "No. 2 Yellow Corn shall be 95 per cent yellow corn, dry, sweet and reasonably clean." Any grain inspector can readily tell you whether or not, in his opinion, a sample of corn should grade No. 2, but it is difficult for him to tell you in definite terms why it grades as it does. In fact, definite terms in the rules for grades and in grading parlance are now conspicuous by their absence. The reason for this is not far to seek. While grain inspectors know fairly well what reasonable grade limits are, they have not had adequate means for measuring these limits.

To most of you the work of Mr. Stevens, late flax inspector of the Chicago Board of Trade, is well known. Mr. Stevens, appreciating the difficulties of his problem, set to work with a scientific spirit to grade flax accurately. He took samples of flax in connection with his regular work and examined them critically. He found that the condition of flax depends upon the amount of damaged seed and dirt present. After making numerous careful analyses of these samples to determine the percentage amount of the defects in the well known commercial grades, he drew up a working rule for his department. With this definite rule as a basis he could quickly educate his inspectors to decide the grade of all samples except the extremely doubtful ones, which they were able to submit to test and settle beyond dispute. So striking were the results of Mr. Stevens' work that his methods were at once adopted by the inspection department here in Minnesota, and they are still in use.

At this point let me emphasize an important feature of the application of accurate methods of grain grading, because it is a feature easily overlooked. Accurate testing of samples requires time, and present trade methods, for the most part, require extremely rapid inspection. This being the case, it cannot be expected that the methods outlined here can be applied to each parcel of grain inspected. The most that can be claimed for them is that they may be used primarily as a means of continually educating the judgment of the inspector and, further, to settle important disputed cases, and still further as a basis for promulgating definite grade rules, which appear now to be the absolute necessity of uniform grain grading.

When the work of grain inspection began to receive the serious attention of the Department of Agriculture, the suggestions of Mr. Stevens' work were followed up and applied, first to the grading of corn. It was found that there are two distinct things to be considered in grading commercial grain—two classes of elements, if you wish. First, those elements which indicate the quality of the grain, that is, its relative value for manufacturing purposes, and, second, those which indicate its condition, or the extent and nature of its defects. Not all of those are capable of simple, accurate measurement, but, so far as we have progressed, we find that there are enough of them that may be measured to furnish the basis of a vastly more satisfactory working system than any now in use.

The percentage of colors in mixed corn is a definite indication of quality for certain purposes of manufacture. This can be found after counting out a definite number of grains from a fair average sample. We have, as yet, no good measure of the nature of the color, that is, no good way of stating its relative clearness or dullness, nor have we a simple and definite way of measuring the proportion of such important points as the starch, protein, and oil which corn contains, although these can be very closely estimated by a brief examination of several typical kernels.

Of the elements which denote condition we have three, which are important and which can be definitely measured. First and most important of these is the moisture. This is the factor upon which the keeping quality of the grain depends. The range of safety in the moisture content of corn is relatively small. A difference of two or three per cent may determine whether or not corn will keep for any particular length of time. Under normal temperature conditions an expert grain inspector can tell by feeling of corn something about its keeping quality, but experience of recent years has been sufficient to show that this method is not altogether satisfactory.

Theoretically, it is a simple matter to determine the amount of moisture in

corn. One needs only to weigh a portion of a sample of the grain, thoroughly dry it, and weigh it again, and from the weight lost compute the percentage of moisture contained in the original sample. To do this practically one needs a certain amount of apparatus, and in the course of our investigations we have assembled the material necessary for this purpose. Some of you are doubtless familiar with this drying apparatus from the account of it which has been published by the Department and also by the leading trade papers. It is sufficient, probably, to say that with this apparatus any careful man can make corn moisture determinations. A grain inspector having this at hand has a means of continually educating his judgment and of securing the best results in his work. He has a means of deciding all doubtful or disputed cases, so far as moisture is concerned, and a means of stating definitely in his rules, if he so wishes, the percentage limits of moisture permissible in the standard grades. In other words, he can replace the indefinite term "reasonably dry" with a definite term about which there can be no misunderstanding.

The next important element in the condition of corn is the amount of damaged material present, in other words, the soundness of the sample. The test of this is quite as simple as the one of color. One needs only to count out a number of kernels or weigh out a certain amount of grain and separate by hand or otherwise the damaged kernels present to have a percentage statement of the soundness of the sample considered.

The third element of condition is the amount of dirt and foreign material in grain. This can be determined by a simple mechanical separation on a weighed quantity of the sample. For this test one may use a set of small sieves, or one sieve followed by hand picking.

We have, then, the possibility of measuring four important factors affecting the value of any sample of corn—the percentages of color, moisture, damaged grains, and dirt. With these four measurable elements we have a basis for education, a basis for definite rules, and a basis for grade uniformity which is unobtainable by any other means.

What is true of the grading of corn is equally true of wheat. While it probably requires a more intimate knowledge of the subject, on account of the greater number of kinds of wheat commercially recognized in this country and the larger number of defects found in this grain, still there are four or five measurable factors in every sample of wheat.

In testing wheat grades, one can measure as elements of quality, first, the percentage of sound, plump grain in a sample. This is determined by separating from a weighed sample all defects of whatever nature, including shrunken grains and dirt, and computing the percentage remaining.

The relative value of this sound grain for milling purposes, or at least the relative flour yielding capacity of the grain, can be measured with a great degree of accuracy by getting the average weight per hundred kernels of this sound grain. This is the second element of quality. It is a simple geometrical proposition, that the larger the kernel of wheat the larger the percentage of flour it will yield; and results of very careful work done by Minneapolis millers show this to be true practically. This test is one not at present generally known or made, but it appears worthy of the serious attention of the grain trade.

The third test of quality in wheat, and one now in general use, is that of weight per bushel. In so far as this test shows anything, it shows the relative plumpness of the kernel, but the prevailing method of making it does not yield reliable results, and too great importance should not be attached to this test alone, but considered in connection with the test for size of kernel, the weight per bushel is of distinct value and should not be left out.

The fourth element of quality in wheat is the percentage of different colors in mixtures. As in the case of this test in corn, it requires only a count of the grains of an average sample.

The elements which denote the condition of a sample of wheat, as in the case of corn, come in three groups, moisture, dirt, and damaged grains.

Excessive moisture is not so common a defect of wheat as it is of corn and the determination of it is not often needed. It may, however, be made when de-

sired. The method is similar in both cases.

The dirt and foreign material in wheat, the element known as dockage, is at present a recognized factor in the grades of some markets. This usually includes all material contained in the sample that will pass through a sieve of a standard size. The amount of this material is easily measured and may be reported in percentage or in pounds per bushel.

The matter of damaged grains is not so simple in wheat as in corn. Wheat is subject to several kinds of damage, some of which are more serious than others, so that a classification of defects is necessary. There are shrunken grains, bleached, blighted, and frosted grains, and smutty, bin-burnt, and frozen grains. To group all these defects into one class would be unjust because each presents a different degree of difficulty to the miller. On the other hand, to leave them unmentioned in rules or standards for grades is to leave open a never-ending source of trouble to the trade.

Each defect or group of defects must be considered in the rules, and the maximum permissible percentage of each must be mentioned, or the whole question of grade standards must continue an unsettled one.

To summarize the tests for wheat grades, we have as quality elements: 1, the per cent of sound grain; 2, the weight per one hundred kernels of the sound grain; 3, the weight per bushel; 4, the per cent of colors and kinds of grain in cases of mixture. For the condition elements we have 1, the moisture, 2, the dirt, and 3, the per cent and nature of the damaged grains. In all there are seven measurable elements in a sample of wheat.

What we are finding to be true for wheat and corn is, for the most part, equally true, in different ways and to different extents, with other commercial cereal grains, that is, there are essential qualities about each of these which can be measured and stated. The occasional measurement of these qualities acts as an education to the inspector and as a basis for uniform grades.

Just a word as to what is meant by uniform grades of grain. The idea of a uniform grade does not mean that there shall be one grade of No. 1 wheat, for instance, for the whole United States. We must recognize in the beginning that there are at least seven or eight distinct classes of commercial wheat known here, such as the Northern Red Spring wheat, the Soft Red Winter wheat, the Hard Red Winter wheat, the White Winter wheat, the White Club wheat of the Pacific coast, and others. Each of these classes of wheat is best fitted for a certain kind of milling process or a certain kind of milled product. They are, in other words, almost as distinct from each other as they are distinct from other cereals. When we speak of uniform grades we mean that the grades of each of these classes of wheat should be uniform; in other words, that Number Two Hard Winter Wheat should be essentially the same grade of wheat in one market as it is in another for any crop year, or that it should be the same at one time during the crop year as it is at another. This is nothing particularly new. It is what is aimed at under the present systems, but which is not, I gather, sufficiently well attained.

To summarize this matter, we may say that the results of our investigations lead us to believe that it is possible for grain inspection departments to use, for occasional tests, methods of work which will educate the inspectors to a higher degree of efficiency than they can attain with the present means; that the use by inspection departments of the adequate apparatus will enable bodies controlling these departments to formulate definite rules for grades of grain which will give a basis for uniformity and accuracy and largely do away with the misunderstandings that now occur. It is further evident that more accurate methods of work will do much toward preventing losses on grain in transit and storage because inspectors will have means of knowing exactly the condition of the grain which they grade.

These are the obvious possibilities of accurate methods of grain grading. It remains with you, who are the most vitally interested, to say whether or not such methods as these shall be adopted by your inspection departments. The conditions of both the domestic and foreign trade demand some improvement if the custom of selling grain on certificates is to prosper. How the desired

changes shall come and what they shall be, you can best decide.

W. M. Hays: I am interested in the subject which Mr. Scofield has discussed in his paper in a new way. He has talked to the inspectors, that they may better work at their schools (each state inspector is practically a school for his deputy inspectors). Mr. Scofield's outline gives the basis for perfecting that work, and this gives the basis for perfecting work in the agricultural colleges. These colleges have a large number of students who return home to work on the farm and become producers of this grain. If we can educate the farmers on the one hand and the millers and grain dealers on the other; on the part of the farmers to produce better grades and on the part of the dealers to appreciate the quality of the grain, this work will have an influence on the agricultural business of this country.

The President: Mr. E. P. Bacon, chairman of the Executive Committee of the Interstate Commerce Association, will address you. Mr. Bacon will please step forward. Gentlemen, I have the pleasure of introducing to you Mr. E. P. Bacon, of Milwaukee, who will address you.

Mr. Bacon: Gentlemen of the Convention. Your president has kindly asked me to address you. I have the honor to hold the office just mentioned as chairman of the committee that has been prompting legislation in this direction for the past three years. I shall take but a few minutes and shall confine myself simply to outlining what legislation has been accomplished and what further legislation is desired in this direction.

The Elkins bill, which passed in the last session of congress, relates wholly to the prevention of discrimination between individual shippers. There are two or three other classes of discrimination which require the attention of congress quite as much as the one which has been, as we hope, remedied. In the first place there is discrimination between different localities and different sections that are competing with one another for business. By favorable rates being granted to certain localities and certain sections, and diverting more or less business from certain localities entitled to it. There is also discrimination between different descriptions of traffic, as for example in the case of the hay shippers of the country. Hay, together with some other articles, three years ago was raised from the class in which it had been for a great many years, to a higher class. There was a general change in classification on the first of January, 1900, by means of which over 800 different classes of articles were raised from a lower class to a higher, and having higher rates applied to them than had previously been applied. Hay was one of these commodities, which had always been in the sixth class, but in change of classification it had been raised to the fifth class, subjecting it to an increase of 35 per cent in rates, a traffic which has, I believe, for many years been running up to 7,000,000 tons per annum. This case was carried before the Interstate Commerce Commission by the National Hay Association and a decision rendered in its favor and the railroads of the country were ordered to restore hay to the sixth class, which order has been utterly ignored up to the present time.

There are other discriminations which I will refer to briefly, and in the first place I will mention the disproportionate, the unduly disproportionate, charge for less than carload lots as compared to carload lots. In fact in most cases the charge in less than carload lots is over 80 to 100 per cent more than in full carload lots. This is something that it should be in the power of the Interstate Commerce Commission to overcome. The Elkins law, as originally drafted, provided for the prevention of this class of discrimination, but, owing to railroad influences in congress, the first section of the Elkins bill was eliminated, and it is the desire of the Executive Committee, of which I am chairman, to secure the enactment of that first section, by means of

which these various irregularities and discriminations between different kinds of traffic and different localities may be overcome. As you are probably aware, the Supreme Court has decided that the present law confers no such power on the commission, although the commission exercised that power for ten years and in numerous cases required changes in rates to be made, which were complied with by the carriers of the country, but the Supreme Court denied that that power existed on the part of the commission. It is the desire of this committee to secure legislation that will confer that power on the Interstate Commerce Commission.

Your governor in his spirited speech, yesterday, made use of a term which it seems to me is particularly applicable to the situation. He called it the equality of opportunity to all. This is just what is incorporated in the proposed amendment to the Interstate Commerce Act; equality of opportunity to every individual, rich or poor, equality of opportunity to every locality, small or great, equality of opportunity to every interest, no matter what it may be and this is the first thing that we seek to accomplish in the next Congress of the United States. We want equality of opportunity to every man in business, whether he is powerful or whether his business is small or great, and we want the prevention of discrimination against localities.

These are the things which it is sought to accomplish, gentlemen, and I wish to say, that this can only be accomplished by united effort on the part of the commercial organizations of the country, which I am glad to say, is gradually organizing itself and making itself felt. We organized this committee in St. Louis with representatives present from forty-eight organizations in different parts of the country engaged in different businesses and since that time about one hundred and twenty organizations have been added, and influence has been brought to bear on Congress from each locality in a very effective manner. We wish now to secure the co-operation of every commercial organization in the country. One thing to do is to secure the influence of the voters from the different parts of the country, to have them impress upon their representatives in Congress the fact that this legislation is imperatively demanded. There is no use in a committee going to Congress single-handed and trying to secure desired legislation. The influence that is felt comes from the people. Each member of Congress must hear from his constituents direct on the matter before he will be influenced by any committee which goes to Washington. It is necessary that every voter in the country should make his influence felt and his voice heard with the representative of his district in Congress. So that when we go to Congress again, as we intend to do immediately after its meeting, that there will be a previous influence exerted upon the members of Congress there assembled, which they cannot resist and which will be a backing and foundation to the efforts which will be put forth by the committee.

A thing I wish to mention is a remark made to me by the Chairman of the Senate Committee in Washington last winter, when asking to repeal the bill. He said, "We cannot do a thing towards amending this law until you people can bring the Western and Northwestern roads to consent to it." I asked him if his committee or if Congress was subject to the dictation of the Western and Northwestern roads, to which of course he could make no reply. He nevertheless asked me what the attitude of these railroads was in the matter and I told him frankly that it was against it. The railroads want no opposition. They want no authority to step in and correct the abuses which they, in the promotion of their own individual interests, deem it necessary to inflict on the people. I speak of this to show that it is only by individual effort that this thing can be overcome. And we mean to find out at the next session of Congress whether Congress is controlled by the railroads of the country or whether it is controlled by the people. (Applause.)

The President: I desire to appoint Charles R. Lull, of Milwaukee, to the Committee on Constitution and By-Laws. President Foering, of Chief Grain Inspectors Association, requests me to announce that a meeting will be

held in their rooms at 12 o'clock. I now desire to introduce to you our newly elected vice president, Mr. L. Cortelyou, of Kansas.

Mr. Cortelyou: I do not wish to worry you with a speech. I wish to thank you, not only in my own behalf, personally, but as representing one of the greatest grain-producing states in the union, not only of Kansas but of the great grain-producing section of the United States, the great West, that section which produces the surplus which we country dealers gather in from the farmers and start in the movement to supply the world. I sincerely appreciate the honor and will pledge the Grain Dealers National Association my very best efforts to promote the interest of all classes of the great grain trade of the United States, and do my very best to serve you well. Gentlemen, I thank you. (Applause.)

First Vice President Snyder took the chair, and said: "The next thing on the program is the report of the Trade Rules Committee. They have a great deal of work before them and will not be able to report until tomorrow morning."

Vice President Snyder: We will now hear from Mr. Hunter, of Iowa.

Mr. Hunter: I did not come here to make a speech neither did I come to advertise seed corn, but the day I left, it occurred to me that I ought to bring a sample of seed corn raised in our section. So I sent word to a gentleman who raises corn, to bring me an ear or two that I could show here. I am not advertising real estate, but I can give you a few ideas to show what a farmer may do when he has a mind to. Fourteen years ago a neighbor of mine took an ear of white corn and planted the kernels therefrom. No other man has planted this corn until this year. This year he gave it to a number of farmers with the understanding that it would be given to him. It is not intended that this corn shall go into any seed house. I am not going to say very much in regard to this. This year there are 280 acres of this corn planted in our vicinity. You can all see the size of these ears and that there is about an inch difference in the size of the two ears. (Mr. Hunter held up to view two ears of white corn of unusual length, thickness and regularity of kernels.) This corn when shelled will weigh sixty-two pounds to the measured bushel.

Now this is all brought about by the common white corn that was in that vicinity twelve or fourteen years ago. If any of you want any information in regard to this you must address C. R. Taylor, Hamburg, Ia., and the only corn of this kind is on the 280 acres in Fremont county, Iowa. Gentlemen, this is all I have to say.

J. W. Sale: When was this corn planted?

Mr. Hunter: On the 9th day of June, this year.

What is the name of the corn?

Taylor's Improved.

The Chairman: Gentlemen of the convention, I now have the pleasure of introducing to you Mr. M. A. Carleton, of the Department of Agriculture, Washington, D. C.

The Improvement of Grain.

Mr. Carleton: I am sorry that I haven't the slides ready to give illustrations, but I have some things to say giving a brief summary of the work of the Agricultural Department which may be of interest to

you and which I can say without the use of the slides.

There are about eleven stations in the United States where we are conducting field experiments. One of these is in Maryland, and acts as the headquarters for the United States, and another one in Tennessee representing the Southern States. There are two in Texas, two in Kansas, two in South Dakota, and one in North Dakota, and one in Washington. This work is done without regard to states. One or two general statements will give you some idea of the work that these stations are doing. A great part of the work has been to fill up gaps where no grain is now grown or the introduction of varieties that will be better than the varieties now grown. I will mention briefly the improvement that may be made in the extension of the winter-wheat area. This is the subject that would naturally come to the mind of anyone interested in grain and is the problem we have started out to do as much as we can with. You all are no doubt familiar with the history of the introduction of the hard winter wheat into Kansas and Nebraska, in fact, that was introduced into Kansas, there was very little grown in Nebraska for some time. There was a great deal of opposition to its introduction, but we have found that it can be readily grown there, and the movement now on foot is to carry it on farther north by introducing strains that are harder than this grain. The wheat called Turkey, in Kansas, is original Crimean. It came from about the center of Crimea. That wheat in Russia has been grown farther north, grown in a region which is considerably colder than northern Iowa and makes excellent quality of hard wheat. As the result of experiments of millers who introduced 15,000 bushels of this wheat from Crimea two or three years ago, it has been shown that it did better than other grains. I would not myself advocate that grain in one section will deteriorate, and that it is necessary to introduce grain from other regions. In this case this is not exactly what was done. It was the introduction of grain from a region in which it had been acclimated to proper conditions. By introducing grain from farther north we are able to extend the area still farther north in this country.

Now, as to the introduction of winter wheat in Iowa. It is a great corn state and a great oats state. Why should it not be a great wheat state. Investigation shows that about one-tenth of Iowa wheat acreage is sown to winter wheat. The rest is spring wheat. When I consider the output of wheat and consider the soil and conditions in Iowa I wonder, naturally, why it should not produce more wheat. The output in 1902 was about 15,000,000 bushels. The acreage being about 1,200,000 would leave about 1,080,000 devoted to spring wheat. I am almost certain that all of Iowa could be sown to hard winter wheat, and the work is being done that will demonstrate it. We know what this increase in yield would mean.

There have been some misleading statements made recently regarding Macaroni wheat, and a few brief statements may be of value relating thereto. It was introduced first, to any extent, in 1901, in a thorough and practical way. In 1901 the crop was about 75,000 to 100,000 bushels, in 1902 about 2,000,000. This year various estimates have been made and I can say about 8,000,000 bushels will be raised this year, it may run to 10,000,000, and there will probably be an increase next year. In Buffalo, Duluth and New York it is selling as well as any other wheat, and is bringing 8 cents under No. 2 Northern. In Galveston, Kansas Turkey sold at 77 cts; in New York, Macaroni sold at 77½ cts, or ½ more than Kansas Turkey on the seaboard.

I want it understood that the Department is conducting this work in the interest of the grain dealers and farmers and we have no object in making misleading statements.

Mr. Carleton's assistant had by this time appeared with the slides and a number of interesting views of different kinds of grain were thrown on the canvas, showing the different parts of the world in which the different varieties were grown and giving views of fields of the growing grain. Each presentation of a view was accompanied by an explanation from Mr. Carleton, and was a very entertaining and instructive feature of the program.

At the conclusion of his talk, Mr. Carleton was heartily applauded.

The Chairman: Gentlemen of the

convention, while this morning's meeting is not over by any means, yet I want to call your attention particularly to the meeting tomorrow. Tomorrow's meeting is most important to the organization. There will be reports from the different committees; the committee on trade rules, one of the most important to the convention, and the committee on resolutions. There will be some resolutions here of vital interest to the convention and the trade in general, which we hope and expect we will have free and unlimited discussion upon. I am merely calling your attention to this to show you the importance of all being here tomorrow at the beginning of the meeting so that we can get to business. The program, so far as today's meeting is concerned, is exhausted.

J. A. King: It is desired to have a meeting of the committee on resolutions at West Hotel, as soon after the adjournment of this meeting as may be.

Chairman: Mr. Reynolds desires to make a few remarks.

Mr. Reynolds: I will need only a few moments. Mr. McCotter, Secretary of the Grain Dealers National Mutual Fire Insurance Company, was expected to talk to you, but unfortunately he is detained at the hotel on account of the sickness of his wife.

The matter of insurance is one that enters very vitally into all business, particularly the country elevators, and for that reason there was organized on the 24th of last December, at Indianapolis, the Grain Dealers National Mutual Fire Insurance Company. It is in no manner whatever connected with the National Grain Dealers Association, but it is simply an outgrowth of the effort of that organization to better the interests and conditions of the grain dealers at large. We organized, believing that we had a wide field, and that we could benefit the trade at large by cheaper insurance, better insurance, but more particularly in a general campaign to better fire risks on country elevators. We think we are succeeding, and I will read you the last financial report. Remember, please, it is only a little bit over nine months since we organized.

FINANCIAL STATEMENT.

September 30, 1903.

ASSETS—	
Cash on hand and in bank....	5,879.76
Collateral loans	3,500.00
First mortgage loans	5,500.00
Certificates of deposit	6,000.00
Premiums in process of collection	358.35
Assessments uncollected	19,745.14
	\$ 40,983.25
Premium notes (face \$282,455.29) net	241,689.69
Total assets	\$ 282,672.94
NON-LEDGER ASSETS—	
Charter and organization....	6,000.00
Office furniture and fixtures..	959.49
	\$ 6,959.49
LIABILITIES—	
Total premiums received on policies in force	37,827.14
Unearned premiums (50%) cash policies in force.....	608.77
	\$ 38,435.91
Surplus	2,547.31
RECEIPTS THIS YEAR—	
Cash on hand and in bank, Jan. 1, 1903	15,239.71
Deposited on new business...	20,728.36
Deposited on old business...	320.00
Deposited on assessments...	3,384.97
Reserve fund	714.88
Interest and discount	10.00
	\$ 40,397.92

DISBURSEMENTS

THIS YEAR—

Losses	\$ 3,419.88
Ret. premiums, old business	1,454.19
Ret. premiums, new business	1,532.77
Office furniture and fixtures	959.49
Office salary	3,971.00
Inspectors salary.....	\$2,310.36
Inspectors exp.	2,494.14
Commission	4,804.50
Traveling expenses	1,024.91
Exchange	78.75
Over payment draft	31.60
General expense	24.60
Collateral loans	2,216.47
First mortgage loans	3,500.00
Certificates of deposit	5,500.00
Cash on hand and in bank	6,000.00
Sept 30, 1903	5,879.76
	\$ 40,397.92

Amount at risk, mutual.....\$1,919,074.00
 Amount at risk, cash 60,550.00

\$1,979,624.00

We feel that this record will stand unchallenged by any fire insurance company ever organized in this country. We congratulate ourselves upon being the instruments for bringing about this result. We were all being, in a measure, robbed by insurance on country elevators. I will state, briefly, our plan. We take \$5,000 risk on any elevator or its contents. We have that elevator closely surveyed, and try to make the maximum rate as low as is consistent with present underwriters' rules. We are carrying these risks at less than 50 per cent of what they have been costing in other companies, but we are at the same time, executing a vigorous campaign to improve the condition of country elevators, and we are just inaugurating now, and expect to begin on the first of January next, a system of owners' personal inspection of their own risks, and expect to have them report to us, through their foreman, these risks, once every month, and in that way we hope to correct the errors in construction and management of elevators. There has been a great loss rate on country elevators, and most of it has been caused on account of ignorance in the management of these risks.

States.	No. of Policies.	No. of Risks.	No. of \$5000 Lines.	Am't at Risk.
Illinois ..	342	288	83	\$773,816
Indiana ..	238	206	43	680,008
Ohio	146	124	29	364,000
Kansas ..	36	29	2	77,700
O. T.	18	14	1	33,000
Minn.	3	3	..	6,500
Mich.	3	3	3	15,000
Iowa	3	2	..	7,000
Neb.	3	2	..	5,100
Mo.	2	2	1	9,000
S. D.	1	1	..	1,000
New York ..	1	1	..	2,500
Colo.	1	1	1	5,000

797 676 163 \$1,979,624

Average line, \$2,928.00.

This is not an advertising talk, at all, gentlemen. Those of us who are managing this company do not draw one cent of salary; only two officers are salaried, and those give their entire time to the business. But we do want to benefit the country elevator owner throughout the United States. We have now the risks pretty largely distributed.

Any of you gentlemen who should apply to us for insurance and be turned down, remember it is not because we do not want you, but if your risk is not good, we have to play fair with the rest of the policy-holders. We will not take you, but we will point out to you where you are wrong and will be glad to point out to you any errors in construction or management of your premises, so that you can correct them,

and we will then take you. We will not take any terminal elevator in any large city for any amount. We will not take any elevators for more than \$5,000, on any single risk. We believe that within the next ten years, we will be able, even if we do not carry the insurance in our own company, to get you the insurance for less than half you are paying today. How far we are succeeding is attested by the fact that we have had in the nine months, but two losses. We are careful, and while there are a great many good risks which we will take, we are going to work to make those good, which are not so now, and I solicit in behalf of this company and for the benefit of the trade at large, patronage from the country elevator owner. (Great applause.)

The Chairman: A committee from Milwaukee has invited us to meet there, and I think we will be glad to hear what the committee has to say, and, following them, committees in the following order: From Buffalo, Detroit, New Orleans. (Committees not present.)

Chairman: The Committee on Constitution and By-Laws is as follows: D. Hunter, chairman; Walter Kirwan, of Baltimore; J. C. Robb, of Kingfisher, O. T.; Charles R. Lull, of Milwaukee. The gentlemen will please take note.

The Chairman: We have with us Mr. James C. Gorman, president of the Chamber of Commerce, of Baltimore, Md., and I am desirous of having him make a few remarks to you. I do not know how willing he will be to accept my invitation, but I will ask Mr. Gorman to come to the stage and give the convention a little talk. (Applause.)

Mr. Gorman: I must certainly ask you to excuse me from appearing on the platform or making any extended remarks. Although a member of your National body, I am not interested in the grain trade to the extent of being actively engaged in it, my business being that of transportation; so that I think there is very little doubt if I should attempt to say anything to you, that you would not be very much interested. There are others here who can talk to you upon the subject in which you are particularly interested, in which I am sure you will take a greater interest than in anything I might say. (Applause.)

Chairman: Gentlemen of the Convention, if there are any matters you desire to bring before this body this morning, in order not to take up time tomorrow, we will be very glad indeed to have them brought up now.

Mr. McCaull: Gentlemen, I wish to say that the trolley ride will occur at 2 o'clock sharp. All the representatives of the grain trade, whether you are authorized delegates or not, if you have access to this convention, we would be happy to have you accompany us.

Mr. DeWolf: Mr. President, I move that all resolutions be referred to the committee on resolutions without time discussion.

Motion carried.

Adjourned to meet at 9:30 a. m., Thursday, Oct. 8, 1903.

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than all other codes combined. It is compact, small and can be easily carried in the pocket. It has been revised and fifteen pages added. Every cipher word, quotation and phrase in former editions has been retained. Get the latest edition; by using it your messages will be understood, you will save time and expense. Price, bound in leather, gilt edges, \$2.00; cloth binding, \$1.50. Your name in gilt letters on front cover 25 cents extra.

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 Chicago, Ill., Manufacturers.

Meeting of Chief Inspectors.

The members of the Chief Grain Inspectors' National Association came together in the directors' room of the Chamber of Commerce, at 12:30 p. m., yesterday.

John O. Foering, of Philadelphia, president of the Association, called the meeting to order. The 21 inspectors present represented markets from Boston to Oklahoma, and New Orleans to Duluth.

Pres. Foering: We are here to hear the reports of different exchanges, as to whether or not they will co-operate with us in establishing a more uniform phraseology governing grades.

The inspectors present reported for their respective exchanges; from which it appears that in general, all boards of trade and commercial exchanges, with very few exceptions, are accepting the rules of classification as worked out by the association. Some have used only the rules or a part of the grades, but all have adopted them as far as possible under their local conditions.

Letters or regret from absent inspectors were read.

Resolutions expressing the sympathy of the Association for the family of Mr. Walcott; former inspector at Boston, who died recently, were adopted.

Bidwill, Eva and White were appoint-

ed a committee to formulate rules on spring wheats.

The next session of the chief inspectors is set for 8:00 o'clock this morning, when new officers will be elected

Those present were:

F. H. Tedford, Kansas City, Mo.; R. McMillan, New Orleans; W. H. Gooding, St. Louis, Mo.; J. E. Bidwill, Chicago; F. D. Hinkley, Milwaukee; Wm. Griner, Indianapolis; G. H. K. White, New York; C. Davis, East St. Louis; W. P. Dixon, Kaukaee; J. N. Barnard, Minneapolis; F. W. Eva, St. Paul; Chas. McDonald, Jr., Baltimore; J. D. Shanahan, Buffalo; W. J. Duffy, Philadelphia; J. O. Foering, Philadelphia; Mr. Anderson, Indianapolis; J. W. Radford and W. J. Graham, Kansas City, Kan.; W. L. Richeson, New Orleans; Homer Chisman, Cincinnati; Ed. Culver, Toledo; C. T. Prouty, Kingfisher, Okla.

E. A. Grubbs

J. S. Hazelrigg

E. A. Grubbs Grain Company GREENVILLE OHIO

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MEMBERS
Grain, Hay and Millers' Associations.

ELEVATORS
on Pennsylvania R. R. at Germantown, Cambridge City, Straughn, Dunrieth and Bentonville, Ind.

TRANSFER HAY HOUSE
on C. N. R. R., Greenville, Ohio.

Late Arrivals.

West Hotel

J. G. Goodwin, Kansas City, Mo.
F. H. Tedford, Kansas City, Mo.
J. W. Radford, Kansas City, Kan.
J. R. Mentzer, Kansas City, Kan.
W. J. Graham, Kansas City, Kan.
E. H. Miller, Council Bluffs, Ia.
W. T. McCray, Kentland, Ind.
B. House, Oklahoma City, Okla.
J. C. Gorman, Baltimore, Md.
Jas. Friedeman, Fonda, Ia.
Geo. Loftus, St. Paul, Minn.
C. C. Gray, St. Paul, Minn.
Jno. Tierney, St. Paul, Minn.
P. H. Dowdle, St. Paul, Minn.
E. H. Miller, Omaha, Neb.
F. C. Ballard, Hawarden, Ia.
J. C. Gregg, St. Joseph, Mo.
F. E. De Celle, Milwaukee, Wis.
Geo. H. Shanard, Bridgewater, S. D.
Wm. McMahl, Shenandoah, Ia.
D. L. Marshall, Boston, Mass.
John Foley, Jr., Milwaukee.
P. C. Kamm, Milwaukee.
John Buerger, Milwaukee.
G. C. Holstein, Milwaukee.
J. Karger, Milwaukee.
F. D. Hinkley, Milwaukee.
Wm. A. Townsend, Milwaukee.
Charles R. Lull, Milwaukee.
B. G. Ellsworth, Milwaukee.
W. M. Bell, Milwaukee.
Harry M. Stratton, Milwaukee.
O. H. Kieth, Wayland, Ia.
W. L. Kassuba, Milwaukee.
O. R. Sickert, Milwaukee.
W. D. Sawyer, Milwaukee.
M. Lowry, Milwaukee.
D. H. Evans, Tracy, Minn.
M. E. De Wolf, Laurens, Ia.
S. Stewart and wife, Morris, Minn.

Nicollet.

Sam. Walter, Freeman, S. D.
John Decker, Menno, S. D.
John Doering, Parkston, S. D.
A. A. Truax, Mitchell, S. D.
A. H. Mayers, Bridgewater, S. D.
John Meigs, Milwaukee, Wis.

Hyser.

Aug. Sau, Klemme, Ia.
W. R. Bloom, Klemme, Ia.
Theodore Speltz, Chicago, Ill.

Brunswick.

Oscar O. Ayres, Gardner, Kan.

Rogers.

W. F. Eaton, Chicago.

Vendome.

F. W. Hartwig, Austin, Ia.
F. S. Landers, Decorah, Ia.



Car Being Loaded with a Screw Conveyor Car Loader.

HORTONVILLE, WIS., Sept. 19, 1903.

IOWA GRAIN & MFG. CO., Odebolt, Iowa

Gentlemen:—We have been using one of your Screw Conveyor Car Loaders for some time and find that it works to perfection. It loads a car at both ends as well as the center full to the roof without shoveling and with it our two horse power Pierce Gasoline Engine can car 1,000 bushels per hour. Loads from any one of our eight chutes conveniently. Can change from one chute to another in one minute. The $\frac{3}{8}$ in. cable drive you furnish for same does not get out of alignment like belt and shafting is easily attached to rotary it cars nicely from our number of chutes, and as conveyor will force grain up grade to cars nicely from our low down chutes. Have been in the Grain and Elevator business continuously for 34 years and have never seen cars loaded cheaper, easier and better than with the Screw Conveyor Car Loader.

W. W. SLYSTER,
MGR. NORTHERN GRAIN CO.

If in need of a car loader let us ship you one like the above on trial.

In like manner let us ship you a special car mover.

20th Century Grain Storage and Ear Corn Cribbing
Machinery a Specialty.

Iowa Grain & Mfg. Co.
ODEBOLT, IOWA

**TO BUY
SELL
RENT or
LEASE an
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.

Trolley Ride.

Despite the inclemency of the weather, Wednesday afternoon, nearly 400 grain men, a number of them accompanied by ladies, gathered on the corner of First avenue and First street south, where they boarded eight chartered cars provided for them, that they might enjoy a ride thru the city and its environs.

Mr. Edgar, chairman of the arrangements committee, saw that all who wished, got aboard, and gave the signal to start at 2:20. The party was accompanied by Messrs. C. E. Wenzel and J. L. McCaull, of the committee. Inspector C. O. Donaldson looked after the best interests of the guests on behalf of the management of the Twin City Rapid Transit Company.

Traversing First street south to Hennepin the line of cars passed thru the business portion of the city, running south on Hennepin to Thirty-first st. Leaving Thirty-first the journey was continued along the shore of Lake Calhoun, the track winding thru the wood-studded hills decked with a wealth of autumn foliage, to Linden Hills, on Lake Harriet, a distance of nearly five miles from the heart of the city.

"Looping the loop" at the south terminus of the line, a stop which was not on the schedule was made to catch the Tom Cat which got out of the bag. De-

tails of the chase and capture may be obtained from C. G. Egly.

Returning the route was via Thirty-first, Nicollet, Grant and First avenue.

Mr. E. P. Knight, of Boston, got his trolley twisted, while looping the loop, rushed to the rear platform of the first car and inquired of the conductor if we were not getting somewhere near St. Paul, only to be informed by that smiling official that we were back in the heart of Minneapolis.

Nothing further transpiring to take the raw edge off the weather, the caravan proceeded on First avenue to Washington, thence to Fifteenth, Cedar avenue to Riverside avenue, Twenty-seventh avenue to Minnehaha avenue, past grain elevators, pastures, corn fields and woods, to the "Falls of the Laughing Water," immortalized by Longfellow in his beautiful legend, "Hiawatha"—Minnehaha Falls.

Fifteen minutes were allowed to view this beautiful spectacle. "Minnie" was in a turbulent mood, evidently in anger at old Sol for withholding his cheering rays, and laughed a discordant laugh as the brown, murky waters rushed over her ruffled brow with a turbulent roar, sending her mists of angry tears over those who came to view her. However, all who saw the falls felt well repaid for the inconveniences they were compelled to endure.

The homeward trip was made over the same route, and the last car reached the West Hotel at 5 o'clock, all the guests expressing themselves in appreciative terms for the outing, which was a most pleasant one despite the unfavorable climatic conditions which prevailed.



**Help!
HELP!
HELP!**

If you want help that has had experience in the grain business, want to find some one who wants such help, or if you want a partner to help you, make your want known to the trade through the "Wanted" columns of the Grain Dealers Journal, Chicago. It is the grain trade's accepted medium for "Wanted" and "For Sale" ads.



Is in Operation in Every Mill and All the Principal Elevators in Minneapolis.

SEE THEM AT WORK. ENQUIRE OF OUR REPRESENTATIVE,

W. E. SHERER, Ground Floor Chamber of Commerce
MINNEAPOLIS, MINN.

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Manuf'rs

THE S. HOWES COMPANY,

"EUREKA" WORKS. ESTABLISHED 1856. Silver Creek, N. Y.



W. E. TOMPKINS

WITH

RAYMOND P. LIPE

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DEALER IN

Hay and Grain

is at this meeting—will be glad to meet you.

Transfer Warehouses on L. S. & M. S. and Toledo Terminal Ry.

WILLIAM R. WORTS

ARTHUR B. EMMICK

WORTS & EMMICK
RECEIVERS AND SHIPPERS
TOLEDO, O.

are represented at this meeting by A. B. Emmick who will be pleased to meet you.

REYNOLDS BROTHERS

GRAIN AND SEEDS

24-25-26 Produce Exchange

S. C. REYNOLDS

C. L. REYNOLDS

F. J. REYNOLDS

TOLEDO, OHIO.

F. W. RUNDELL

J. E. RUNDELL

W.A. Rundell & Co.

Grain

Clover Seed, Mill Feed,
Hominy

33 PRODUCE EXCHANGE,
TOLEDO, OHIO

Our representatives, J. E. Rundell and Harry Cuddeback are at this meeting and will be pleased to meet you.

UNITED GRAIN CO.

CHICAGO :: TOLEDO :: BUFFALO

We bid your track every day in the year for **three** markets. Public Elevator Weights and Grades.

We handle consignments—both Grain and Clover Seed.

J. F. **ZAHM** & CO.
OF
TOLEDO, OHIO

handle grain and seeds for regular dealers (but not for scoopers or farmers.)

ESTABLISHED
1879

Ask for our Daily Red Letter—Free.
OUR MR. MAYER IS AT THIS CONVENTION.

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F. W. JAEGER
FRED. MAYER

CONSIGNMENTS

Our long experience as commission men in this market has fitted us for handling most advantageously all kinds of Grain. Consignments promptly handled. . . Liberal advances. Give us a trial.

AMERICAN GRAIN CO.,
Minneapolis, Minn.

DULUTH.

CHICAGO.

E. A. BROWN & CO.**Grain Commission,**

WHOLESALE COAL

MINNEAPOLIS, MINN.

Consignments Solicited.

Prompt Returns Guaranteed.

Ernst-Davis Grain Co.,

KANSAS CITY, MO.

Orders for Grain for future delivery executed in any market. Consignments given special attention.

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H. G. Spear.

A. H. Vaughan.

Spear & Vaughan**GRAIN COMMISSION**

1001 Chamber of Commerce, Minneapolis, Minn.

Barnum Grain Company

MINNEAPOLIS and DULUTH

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Careful and prompt attention given all orders.

If You Consign Grain to Minneapolis or Duluth

If You Have Orders in "Futures"

If You Buy Wheat, Oats, Barley, Rye, Etc.

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Established 1855

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Consignments also Received at CHICAGO and MILWAUKEE

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SHIPPERS OF CHOICEST
MILLING CORN, White and Yellow
(NO WHEAT)
SPRINGFIELD - ILLINOIS
Elevators along the lines of the following
railroads in Central Illinois: Wabash, C. & A.,
I. C., C. P. & St. L., and Pawnee R. R.

William Carson. Thos. G. Craig John Wynne, Jr.

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Quick Returns and Careful
Guarding of Our Shippers'
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Correspondence
Invited.

Write for Buffalo Market
Letter.

83 Board of Trade
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We Solicit Your Consignments.

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Chamber of Commerce, Buffalo, N. Y.
Produce Exchange, New York City.

We are in a position to give
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Members } Buffalo Chamber of Commerce
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Established 1893

G. L. GRAHAM & CO.,
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RECEIVERS AND SHIPPERS OF GRAIN.

FUTURE ORDERS EXECUTED.

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Consign your Wheat, Corn, Oats, Rye,
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In the **ST. LOUIS** market,
Enormous increase in demand on ac-
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points. We guarantee Merchants Exchange weights on all consignments.
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CORN OATS White and Mixed
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We will buy your damp grain or dry it for you at a
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We make a specialty of car lot interior
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GEO. T. KING
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Quote anything you have to offer.
Accounts and correspondence solicited.

ESTABLISHED 1878.
R. S. McCAQUE
WHOLESALE DEALER IN
GRAIN, HAY, MILL FEED,
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He Wasn't Daniel Webster.

One day during a recent convention, a grain dealer was introduced to a young man from Bloomington, Ill., and as the Grain Dealer was contemplating the erection of a new elevator, he thought this a chance to get "Johnny-wise" and opened up conversation as follows:

"By the way, what do you know about the B. S. Constant Co.'s grain handling machinery that is manufactured in your town?"

The young man looked up with a bright smile and quickly replied, "Well, sir, I know that the Constant machinery is constantly constant in its constancy," and then paused to see the effect.

The Grain Dealer stared a moment and then said, "Hold on there! I am not Daniel Webster. What was that jingle of words you were getting through you?"

The young man had his laugh and then replied: "Pardon me. That was a little pun of mine, but to lay all jokes aside, the Constant Specialties are just what I said, namely, invariably faithful in its firmness; doing its particular duty, whether it be a "Safety" Wagon Dump, a Self-Acting Rail Dump, the "Little Giant" Grain Cleaner, Water-tight Elevator Boot, Dust Collector or their Patented Chain Drag and Feeder; each are a success. I have also observed that when a man equips an elevator with the Constant machinery he can sell it at a good profit whenever he wishes, and that is more than some fellows can do who buy the substitutes."

The Grain Dealer left that convention fully determined to write the B. S. Constant Co., of Bloomington, Ill., as soon as he got home, which he did, much to the delight of the young man who was remembered for his timely pun.

McCRAE, MORRISON & CO.
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SHIPPERS OF **CORN** CLIPPED AND
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Our Special Brand of White Oats is a favorite wherever tried.

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PEORIA is the **Best Market** for your
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FIVE MILLION FIVE HUN-
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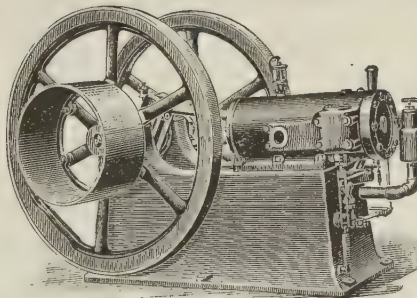
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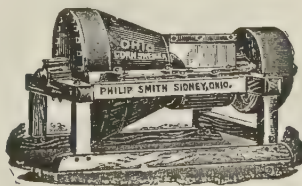
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Can clean one out of ear
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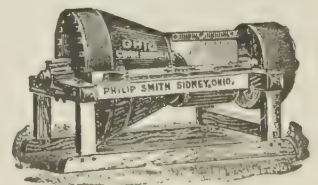
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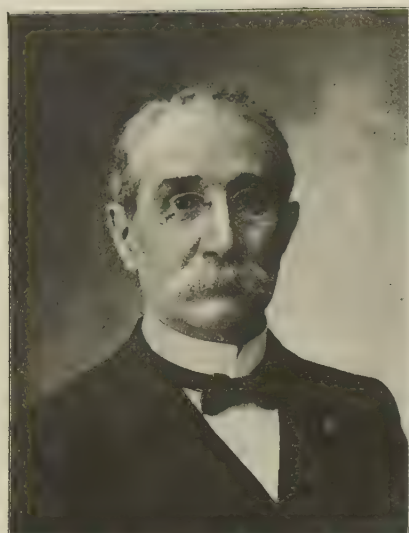
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New Corn or Old Corn stands no chance. How-
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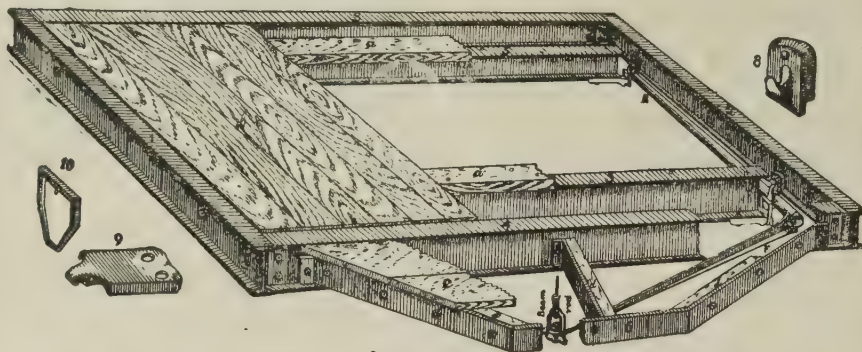
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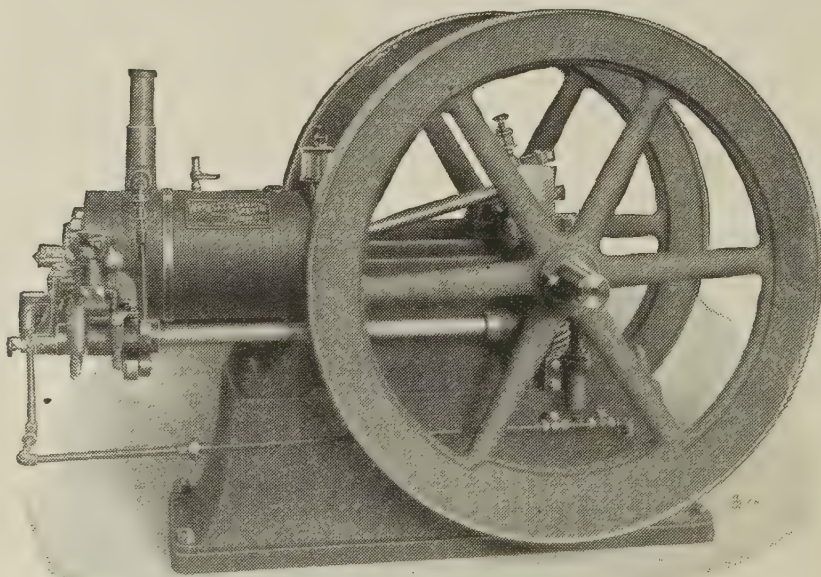
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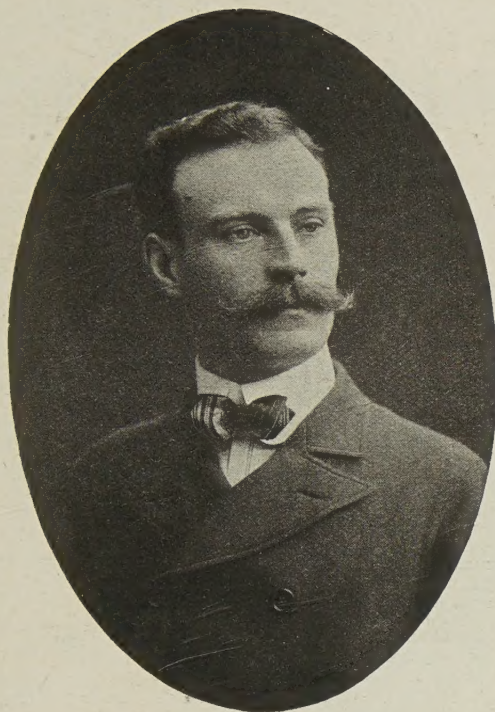


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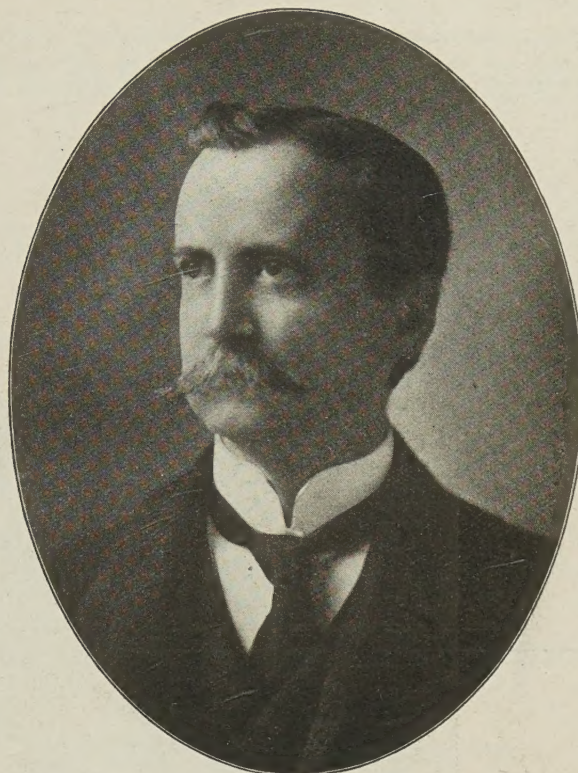
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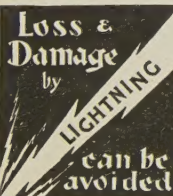
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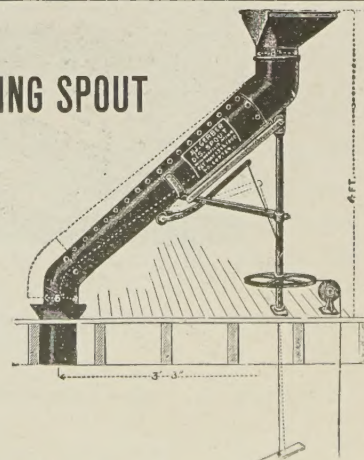
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If so, come over
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We will try and see you get good
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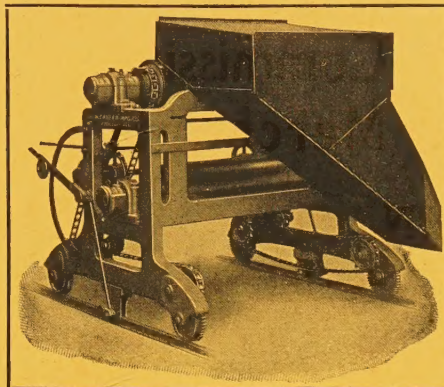
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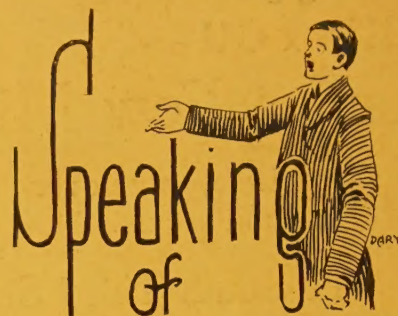
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